COCOTIES

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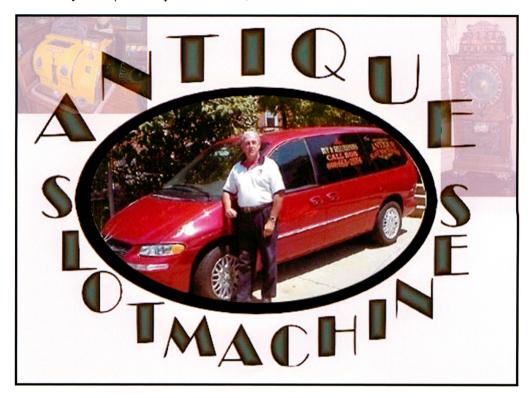
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Message from Our President...

July is already here and that means hunting and fishing season is nearly half over. I am, of course, referring to hunting and fishing for coin-op. This is the time of year to scout local flea markets, garage sales, yard sales, antique malls, and auctions for new treasures. Though I don't find nearly as much as I did several years ago, I still manage occasionally to bag a good catch! Once in a while I even get a shot at a rare bird that I've never seen before. One fellow coin-op enthusiast I know seems to find much more than the rest of us. I asked him about his secret to success, and though he asked to remain anonymous, here is what he had to share:

"I am continuously hunting and fishing. Hunting is fairly easy; I just have to be in the right place at the right time and bring cash. I keep my eyes open and have a positive mental attitude that I am going to find great stuff. But whenever I hunt, I fish. Fishing requires me to do a lot more than just look. I ask all the flea market dealers, yard sellers and auctioneers if they have any coin-op for sale. I bring a stack of 'coin-op wanted' business cards and hand them out to everyone I can. I offer a generous finder's fee for leads that result in a purchase. I ask dealers for their card, and then call them once in a while just to let them know I am still interested. I place small classified ads in local newspapers and shoppers. Fishing requires me to keep putting out bait in order to make a prize catch. It also requires lots of patience. Sooner or later it leads me to some great finds."

I talk to many fellow COCA members and one of their first questions is always "Are you finding anything?" My reply is usually "A little, but not like I used to." I wonder how many of us are still hunting and fishing with the same enthusiasm we had when we first started collecting? There is still great stuff out there to be found, we just have to work at it a little harder. It is up to all of us to give those lost and orphaned old machines a good home. When you do make a great find take a photo or two and send it along with a few words to Jack Freund at jbgum@msn.com for publication in "Tales of the Hunt." You can also share your finds and collecting tips on the new COCA discussion forum (Coinopclub.org).

July also means that it is time for our annual convention. If you are a new member or haven't heard, we are headed to Phoenix July 27-29. We will have three days of collection tours, room-to-room trading, an auction, two banquets and a special surprise mystery event at the Wrigley mansion. Call Dave Cook (623-780-2665) if you need more information. I look forward to seeing all of you there. Happy hunting and don't forget the bait!

Bill Petrochuk, COCA President

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DEADLINE FOR NEXT ISSUE: AUGUST 10, 2007



Cover Story..... by FRANK ZYGMUNT

Let me tell you the story. My son Frank Jr. and I had a lead in Nebraska on 15 slots, 22 years ago. We drove down in a major snow storm, and met with the person with the machines, made the deal and like always, we asked, did he know of any other machines around. He said there was a real good one, a double with music not far from where we are and they gave us the name of who had it.

We called them and asked if we could come over and see it and they said sure.

So we drove over and to our surprise it's a Double Venus with music. Needless to say we did our best to buy it, that was in 1985. The lady's name was Dee and the machine was her fathers who use to run machines in the late 1920's to the 1950's. He was also the distributor for Wurlitzer for the state.

Two years later in 1987, my daughter Renee was playing in a soccer tournament in Omaha, Nebraska. My wife and I went down to watch her play. I had called Dee and said my wife and I are in town and was it okay to bring her by to look at the machine. She said sure, come on by.

We looked at it again, I made her a great offer and she thought about it for awhile. She said, that's a great offer, but I'll tell you what I'll do. When I die my kids will be happy to sell it and they can buy a new Jaguar car each. We will give you first chance to buy it when we sell it.

As the years went by, I would send them a letter or call them and ask how my machine is doing. Six years ago, I called and I had asked to talk to Dee. He said, hold on, Dee's husband answered the

phone. I told him it was Frank, I was just calling to say hello. He had said Dee passed away. I said I was sorry, I didn't know, and I will call back some other time.

He said, it's okay, they have to settle out the estate and he will get back to me. He knew Dee had promised me a chance to buy the machine.

Five years had gone by when he called me and said he was going to Chicago, could he stop by on his way to Florida. I said, sure. By this time over the years, we have become friends, all the calls and Christmas cards. He came by, took a look at our collection and we took him out to lunch and talked for awhile. He was now 85 years old, and said he will talk to his kids about selling the machine.

A year goes by, he sends me a fax and an email that someone has been calling him for two years and made them a big offer on the machine. He wondered if I still wanted it.

That was on a Tuesday, we called him, and he said he just wanted to make sure my interest was still there and come and get the machine.

My son who was with me 22 years ago, which I took a picture with him next to the machine when he was in high school, was 15 at the time.

We got there the next day and took another picture, now my son is 37 years old.

We thanked him for calling us on the machine, he held out his hand, when the deal was done, and I gave him a hug. He had tears in his eyes, and he said that it was going to a good home.

ABOUT THE MACHINE: It's the only one known with music, we took the Beethovan front casting off and inside the casting, it said Venus, Callie Brothers. It's an all original machine like you like to find them. Original music and the automatic rewind system all in place, working, top signs five cents, twenty-five cents, great oak case, tiger stripe in the wood, no one touched the machine. It had been in their family from the 1920's and in gambling machines collecting, it's as good as it gets!

THE FEY PISTOL RANGE MACHINE

by BILL HOWARD

In 1920, Chas. Fey & Co. labeled themselves as "Vending Machine Specialists" and introduced "The Pistol Range Machine". See "Slot Machines, a Pictoral History of the First 100 Years by Marshall Fey. I believe this to be the finest looking and operating of the counter top pistol trade stimulators of its day.

Many such counter top pistol machines were introduced after the Pistol Range. Some of the more desirable of this group included the various Masters models, the cast iron International Mutoscope "Shootascope," and the many wooden varieties from which the World War II Con-

version "Shoot Hitler, the World's Most Hated Man" evolved. Hitting the target and seeing Adolph's tongue waggle uncontrollably still triggers a sick spark of the humor in my head. But none of these table model pistol games come close to the Pistol Range.

First, it featured a beautiful quarter-sawed oak case, second, it combined the skill game feature with vending a mint with every penny shot. Hitting the end holes allowed the player to pull the release on either side of the copper finished metal columns that hold the confection. Third, Fey used this machine to con law enforcement by offering a gambling feature. The ad pictured on page 81 of Marshall Fey's book claims that "there is no element of change involved in its operation."



Horse hockey! The marquee of the machine offered a "special chocolate prize" if you hit the center hole. Since there is a verification window, I find it hard to accept that the special prize involved "chocolate" when given to the verified winner. And if there was any doubt, as to this devious appeal to gambling, it is answered by the outright gambling version of the Fey pistol Range offered as a variation in 1920 that vended tokens that were then redeemable for "prizes" when the circles were hit. The marquee and front plate of the machine were slightly different and the overall look was

a little less ornate (see Fey book on page 171.)

In any event, the vending version of the Fey Pistol Range combines beauty and all the skill and gambling features of the trade stimulator era to be what I believe one of the finest and most desirable machines of its day.

Unfortunately, this version is very rare, I know of no straight gambling versions in existence. As a result of the "history bank" of Marshall Fey and the relentless headhunting of Tom Gustwiller and the restoration efforts of the incomparable Smiley Dubena, three examples of Fey Pistol Range Machine are known to exist. Pictured here is my machine.

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Two Great Mysteries Surface

By PRESTON EVANS





What could be more rare than a Mills "Chicago" slot machine? There's a possibility it could be the desk Herbert S. Mills sat at in 1899 to sign production orders for the new Mills "20th Century" slot machine. It would appear some mysterious big shot at the Mills Novelty Co. felt the need for a grand workstation and had one created from an ornate Mills "Chicago" slot machine cabinet. This exciting find was recently discovered not far from the old Mills slot machine factory. It had miraculously existed in the corner stall of a barn in a heavily trafficked area for quite a number of years. Yet not one passerby had noticed what it was and more importantly what historical significance it may have had. In this day and age in which it seems everyone is a collector of something, surely some of those passers by had to have had some knowledge of Victorian slot machines. Yet the years went by, and no one noticed.

The origins of this piece are from a time in Mills slot machine history with which many coin-op collectors are very familiar. The year was 1899, and the Mills Novelty Company had been enjoying great commercial success with the Owl floor model slot machine. In the previous year, Herbert S. Mills had acquired controlling interest in the company from his father, Mortimer Mills. Following the success of the Owl, Mills introduced the Admiral, which was updated and renamed after the war hero Admiral Dewey. Mills Novelty Co.

was becoming the nation's largest manufacturer of slot machines. A sister machine to the Admiral Dewey was now in production: The Chicago, named after the city in which Mills Novelty was based. The Chicago was a grand floor model machine with a six-way coin head and quarter sawn white oak cabinetry featuring fluted columns and raised panel rail and style construction. All the iron castings were beautifully done and featured at the lower front and center of the machine was a relief figure of Miss Columbia, the woman from Chicago's World Columbian Exposition.

It was at this point in time, we believe, that someone in the Mills factory on Chicago's West Randolph Street began to look at the unfinished cabinets in the production room and imagine what it would take to fill the need for a small desk from an unfinished "Chicago" cabinet. Could it have been Herbert Stephen Mills or maybe Mortimer Birdsul Mills, who having now gone to work for his son, that said, "Let's build it!"? It wasn't too much earlier that a reverend from Indianapolis named William Wooten had been successful in the manufacture of ornate pigeonhole desks designed to be closed up when the work was done. Maybe something not so large as this could provide a little work area in a corner of the factory or maybe even in the home of one of the Mills family.

Whatever the purpose was that inspired this adapta-

tion, a cursory inspection of this desk makes it clear that it was created from a "yet to be finished" Mills Chicago floor model slot machine. The drop front desk surface was once intended as the lower panel to the slot below the colorful counter wheel which was never mounted in that location. Miss Columbia still stands proudly at the center of this panel, but the edges are bullnosed with a shaper where they would have joined the cabinet front, and the mortise for the jackpot casting was obviously never cut. In order to accommodate the desk front, the cabinet sides have been carefully cut back to a slant and reinforced with the styles of the same quarter sawn white oak as the rest of the cabinet. Is it possible that this creation was the inspiration for the design of the slant front slot machines such as the Caille Venus, the Victor Novelty, or the Schiemer-Yates that would make an appearance in later years? Their similar appearance seems almost too coincidental.

At the front of the desk, we see the window casting for the coin escalator. The very top reveals the preliminary cut was made for the coin head, but there is nothing in the way of an indentation in the wood to indicate the cast iron head had ever been mounted. Six drawers finish off the front of this desk. If you were creating this desk from the Chicago slot production line, what would you choose as an attractive drawer front? How about using some of those floral carved panels normally used for the lower front of the slot machine and just finish the exposed edges rather than burying them in the framework of the cabinet? Whoever the mystery designer was, he was successful in creating an attractive, yet practical, paperwork station all from an incomplete slot machine pulled from the Mills assembly line. Maybe it was built with complete authorization from the top, Herbert S. or Mortimer Mills. Or then again, it is possible some enterprising young employee took it upon himself to set aside a choice Chicago cabinet and created it after closing time without the knowledge of his superiors. Either way, it remains one of the great Mills mysteries of the day.



The second mystery, a set of arcade scales that gave your weight for a \$5 gold piece, is possibly just as rare. This beautiful set of scales just might be the missing link in the years between Joseph Schermack's invention of the first mass mailing machine and his eventual rise to become the world's largest manufacturer of coin-op postage stamp vending machines.

This mysterious coinop is a set of scales unlike anything I have ever encountered. The front reads "National Prosperity Corporation Automatic Banking

System." The entire upper head of the scales is an ornate casting of a building that looks very much like the New York Stock Exchange building. The manufacturer is listed as Schermack Corporation, and the only patent date is from 1922. The operation of the scales

seems fairly straightforward: Deposit a coin; read your weight. Yet unlike any other drug store scales I have seen, this set appears intended only for use in a bank lobby. This is no penny scale. It requires the use of a 25-cent, 50-cent, 1-dollar silver, or 5-dollar gold coin. Pretty pricey by arcade scale standards! Depositing a coin produces not only a reading of your weight, but it also vends a two-part deposit ticket from a roll as a type of receipt. One half you would keep and stick inside your deposit booklet, and the other half you would drop in the Deposit Slot in the cabinet for the bank's record of your transaction.

Joseph J. Schermack is known in philatelists' circles as the inventor of the first mass mailing machine. One of Schermack's machine patented in 1906 could produce postage stamps separated from a perforated coil, affix them to envelopes, and seal the envelopes at a rate of 150 per minute. The only drawback to his machine was that the Bureau of Engraving and Printing was not producing coiled stamps at the time. The Bureau's attempts at producing stamp coils had problems with the stamps tearing or just plain falling apart due to the perforations. Schermack started playing around with perforating postage stamps to fit the machine, came up with a few pretty good systems, and basically solved the coiled stamp problem.

This brings us up to year 1909 when Schermack was having disagreements with those in his company re-

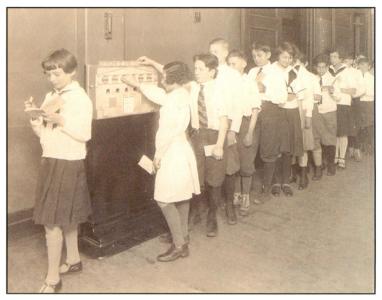
garding certain policies and proposed changes to his machine. Schermack left that year to pursue the vending machine business. The first of his stamp vending machines did not start showing up until the 1920's; however, he went on to dominate that market till the 1960's. The 1920's also saw a few of the Schermack razor vending machines appear. But what happened to Joseph Sschermack during those years surrounding World War I? It seems possible he developed this set of scales as a way of using his stamp dispenser mechanism in a vending machine without competing with his former company in the postage business. He could market these to the banking industry to promote savings by their younger patrons and let a reasonable period of time pass before jumping back into the



stamp business. The children, who were being taught the importance of saving, were given savings club booklets to collect these stamp receipts. As you can see from these 25-cent and dollar stamps, it was promoted as an "Automatic Christmas Club."

In the next photo, children are lined up to use a very similar version of Scher-

mack's machine, possibly a prototype that had not yet added to it the extra appeal of the scales. The six way coin head suggests to me that it was for penny through silver dollar domination coins. Upon the deposit of a



coin, the kids were given a receipt for their booklets. But I imagine these kids just couldn't stay enthused about a counter top machine that took your money and all you got in return was one of Schermack's stamps. I guess that would explain why he added the scales and his decision to create a "Health and Prosperity Club." How far he got with this marketing venture is questionable. You see, the serial number on this scale is only number 2; and the bank lobby it was used in, the Ypsilanti Savings Bank, was only about 25 miles down the road from Schermack's factory.

The extreme rarity of many items which regularly appear at every Opportunities Auction has earned owner, Preston Evans, the reputation of having the auction "Where Rare Is Common." This motto will continue to hold true at his next sale which is scheduled for Labor Day Weekend. He will once again be putting two extremely rare items on the block for the bidding pleasure of his patrons.

Article submitted by Scott Skillman

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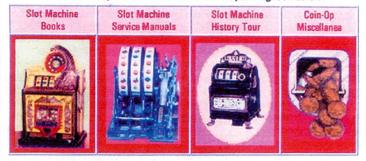
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COCA Returns to Jasper's

By Bill Petrochuk

Photography by Thomas Hatting and Roy Leatherberry



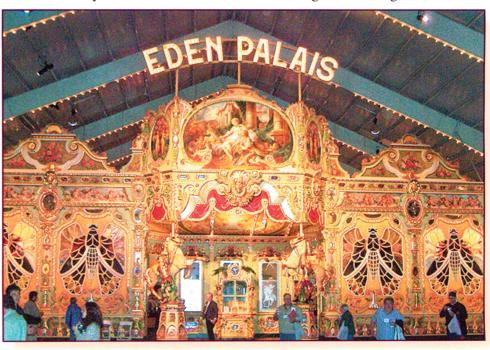
Our spring meeting was held near Chicago at the home of Jasper Sanfilippo. More than two hundred members and guests were bussed from the Pheasant Run Hotel to the "Victorian Palace" for an evening tour. Jasper greeted us in the main entry foyer where the centerpiece is a large Imhof and Mukle, barrel-operated orchestrion made in the late 1860's. We continued through this grand 44,000-square foot home admiring the largest collection of restored automatic musical instruments in the world. While music machines dominate Jasper's collection, it also includes a vast array of penny arcade and gambling machines. The attention to detail in the restoration and display is impeccable. Chandeliers and stained art glass are also displayed throughout the mansion. To amass a collection of this size is amazing, but to also have each and every piece in perfect original or restored condition is truly extraordinary.

A brief meeting was held in the music room where the world's largest 8,000-pipe theater organ is located. The sound produced by this five-room, four-story wonder is magnificent. Many members lingered in the balcony listening to the concert treat that curator Robert Ridgeway directed for us. Jasper has added many old penny arcade machines to his collection, which includes over 30 cast iron Mutoscopes. Many fortune tellers, strength testers, diggers, and all other types of penny arcade games are well represented.

Following our two-hour tour of the main home we moved to the carousel building, home of the most complete example in existence of a European Eden Palace salon carousel. It includes an 89-foot wide by 42-foot tall carved facade. Large steam engines, railroad

locomotives, and towering street clocks, along with fairground and dance hall organs surround the carousel. The biggest treat of the evening came when Jasper invited us to go for a ride on the carousel. This baby really moves. What a ride!

On behalf of everyone in attendance our sincere thanks go to Jasper Sanfilippo and his family, as well as curator Robert Ridgeway for their hospitality. Door prizes included a Crosley Radio provided by Fred Bingaman, and an Online Price Guide by Dave Burrit. Thanks to Mark and Chris Heston, Bill and Loretta Lippay, John and Linda Fifer, Ken and Jackie Durham, and Jim Slifko for their help at check-in time.















'PICKWICK POLTERGEIST'? By JOHN PETERSON

It is said that love makes fools of us all. With one exwife under my belt (or more accurately, my scalp under hers) who am I to argue with romantic truth? One of the things that I enjoy about collecting is hearing the crazy things other collectors do for their obsession. If any of my past stories have raised an eyebrow, those tales pale in comparison to today's adventure. I will admit; I am a fool for love. Or maybe just a fool. You decide.

This story begins in the usual manner. I purchased a rare British game off US Ebay. The seller was adamant that she would not ship the game due to its oversized stature and its tender age. In the early days of my collecting career, I preferred this "individual pick-up" option. In some cases, it saved me money even after factoring in the car rental fees. More importantly, it ensured that the game would not get damaged in transit since I was the one doing the transporting. Now that my collection has increased considerably, the appeal of individual pick-up has been replaced by the hassle of individual pick-up. I still do it upon occasion but only when dictated by circumstance rather than choice.

And such was the circumstance in this instance; I had no choice other than picking up the game in person. Once again, my occupation as an airline pilot worked to my advantage. As long as I am working a trip, I can transport the game in the cockpit with me. These games are too large to fit into the overhead and I dare not check them as luggage. I've seen the damage that our baggage handlers do to your luggage far too often! Therefore, the only option is to carry the game in the cockpit which is large enough to accommodate most counter-top sized games, including my newest addition.

The transporting part is relatively easy; it is the scheduling that presents a challenge. Not just any trip will do. I have to find one that overnights close to the seller with the first leg the following day being a trip back to my home base, Minneapolis, Minnesota so that I can then take the game home with me. The seller was in Southern Virginia and I found the perfect trip, one that

overnighted in Raleigh-Durham, North Carolina with the trip ending back at home base the next morning. I made my car reservation and readied my gear: an extra wheelie, foam, shrink-wrap and bungee cords. The overnight was 11 hours, short but sufficient. I told the seller to expect me at her house around 9:30 PM.

We were running about 30 minutes late into Raleigh-Durham airport due to a snowy departure from Detroit that required aircraft de-icing. After completing the "Shutdown" checklist, I hit the ground running and got to the rental car agency within 30 minutes of landing. I was in my car and headed north by 8 PM. The total driving distance was 127 miles one way so I computed that I would be at the seller's home around 10 PM, 30 minutes within my original estimate. There was not too much traffic on I-85 North and I was making good time. My route required that I leave the expressway and proceed slightly to the West for the last 39 miles on a two lane highway. As I approached the expressway turnoff, the battery light symbol on my car came on together with a brake symbol. What in the blazes was this all about? Was this just an erroneous indication problem or had the alternator truly quit? I had no way to tell. More importantly, I had no time to spare. If I stopped and called for assistance, I could kiss the rendezvous with my game goodbye as well as the month's work that had gone into arranging it. I did what any of you would have done; I ignored the light and pressed onward. The light stayed on for about 20 miles and then it went out. Good, I thought. Either it was no problem or it has fixed itself. I was back in business again.

At 10 PM on the nose, I pulled into the driveway of the seller. They lived out in the country on a fairly large hobby farm. I drove the quarter mile up to the house slowly, working my way around the potholes in the dirt drive. As I was parking the car, the yard light came on and the seller came out to greet me. She was as sweet in person as she had been on the phone, saying that my 30 minute tardiness was no problem at all. She invited me in. The large dog guarding the door stood aside so that the small dog standing on the chair next to the door could get a good whiff of me as I stepped into their small living room. The seller remarked that they had put the goats in the next room so they wouldn't get my uniform dirty. I never did meet the goats but I had no reason to doubt her word. The room was very cozy due to a large pot bellied stove that sat to one side, casting a blanket of heat over the downstairs. Next to the stove, lying on the floor (and I am not making this up) was one of the largest pigs that I have ever seen. She was sprawled out on the floor next to the stove like a queen on a dais, eyes closed and perfectly still. At first, I thought it had to be some exotic pig sculpture. Both the seller and her husband were antique dealers and we all know how weird they can be. It was then that I noticed an array of little piglets, spread out around Momma like charms on a bracelet. Here and there, one of the little darlings felt the need to squiggle a little closer to Mom. I was transfixed.

My mother always taught me that if I could not think of something nice to say, I should not say anything. It crossed my mind briefly; "Nice pigs." Or maybe, "I know what's for breakfast!" Fatigue and common sense prevailed and I said nothing about the pigs. In fact, for the 10 minutes that I was in the house, the pigs were never mentioned. I regret that now for I'm sure there was a great story behind them but I was tired and I still had miles to go before I slept. The dealer's husband helped me carry the game to my car and I was off on the return trip to my overnight hotel in Durham.

I had not traveled down the length of their driveway when the battery light came on again. Well great, I thought! This night is not over by a long shot and my electronic gremlins are back. I discovered that if I came to a rather sudden stop, the battery light would go out. And then come back on again. Sounds like a loose connection to me. At least I had an idea of one way to get the alternator working; just stomp on the brakes. On the way back to the freeway, I had to pass through several small towns. The battery light had been on a while and I figured I had better see if I could "brake" the little bugger back into operation. I had just made a left turn from a two lane road onto a four lane highway when I forcefully braked to a halt with my blinker on to show any traffic coming from behind (there was none) that I was stopping. There was a car approaching me from the front and I had no sooner stopped than he put on his police lights and whipped around in a "U" turn, pulling up behind me. His first words were, "What are you doing? You can't just stop here; this is a four lane highway."

My father was a reserve policeman. I've always had the utmost respect for law enforcement and my demeanor in these situations is unfailingly deferential and apologetic. It also helped that I had my dome light on at the time with a handful of "Mapquest" pages. I explained my mission, pointing to the antique machine in the back seat and confessed that I was either lost or very close to it. The officer took pity and gave me a detailed description on how to return to the expressway. I thanked him and drove off very slowly and responsibly.

By the time I hit I-85 southbound, the battery light had been on steadily for over 20 miles. In addition to the battery and brake symbols, I now had the "engine" light on as well. The interior lights on the dashboard were beginning to dim. I was no longer under the illusion that I had only a false indicator problem. I was running on what little energy was left of the battery and it was depleting very quickly. I turned off all possible accessories and kept going. The interior dashboard lights got dimmer and dimmer until they went dark. By now, my headlights were only a weak glow. At this point, I am driving 70 MPH on the expressway, being passed by trucks and large SUV's and I'm emitting the light signal of a firefly. My only hope is that I can get to an exit before the electronic ignition quits and my car stalls in the middle of the Indy 500.

All of a sudden, the lights begin to flicker followed by a loud "crack" and everything comes back on, including the radio and the heater fan, both of which I had turned off. Remember the movie "Poltergeist" where the TV comes on without human intervention? The same darn thing was going on in my car. The good news is that the alternator was working again; the bad news is that it only worked for two minutes before quitting finally and completely. I was back on the last sips of juice left in the battery. It was time to get off the highway and summon the cavalry. I managed to limp into a rest station just before the car quit for good.

Ever had to call the number on your rental car folder for roadside assistance? Neither had I. The rental car agencies don't tell you because they don't want you to know. The number listed is some nationally based "help" center. The first thing they want to know is where you are and what is your rental policy number. They function as the clearing house between your rental car company and some towing company with whom they contract. I provided the requested information and was told to wait. She promised to call me back. To that end, I gave her my cell phone number. More accu-

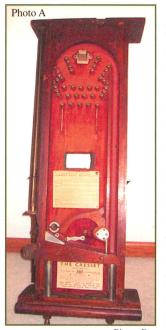
rately, I gave her two cell phone numbers. The reason for the two numbers is that I don't really know my cell phone number.

I have to stop here and offer up a defense of myself, weak as you may judge it to be. I do not care for cell phones, or regular telephones much either for that matter. I only carry my cell when I plan to make out-going calls and those are infrequent. I do not leave my cell phone on so that someone can call me. I will do that if I know either my wife or daughter might need to contact me but that's it. If you call my cell phone, I won't answer. I don't have it on. And I don't check my messages either. So, given that as background, it should come as no surprise that I really don't know my cell number. The problem is that I'm too embarrassed to admit this to the Roadside Assistance Lady. What I do instead is give her two numbers for my cell. The numbers are only one digit apart and they both sound familiar to me. Surely, one of them is the correct, right? I hang up. I wait. And I wait. And I wait. Finally, I call back to see what is taking her so long to get back to me. Here is where it gets interesting.

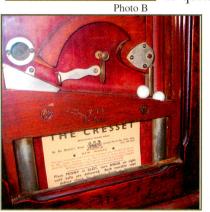
Roadside Lady tried to call me back using the two numbers I gave her, both of which turned out to be bogus. She then contacted the rental car people and got the two numbers that I put down on the rental contract. Not being a total idiot, I had given two numbers that I really knew: my home telephone number and my wife's cell number. Roadside Lady called my home and got my wife. Let us pause the story for just a moment. This is the part where I sing the praises of Dearly Beloved again. She does not share my collecting passion but she pretty much lets me proceed unmolested in my own pursuit of these fabulous games. Having said that, Dearly Beloved was not aware that I was renting a car this night. She answered the phone to hear; "This is emergency Roadside Assistance calling. Who is this?" To complete the picture, you must understand, it is almost midnight. Our 17 year old Princess was out in her car at the time and Dearly Beloved had been waiting up for our daughter's safe return. What was Dearly Beloved to think? Her first reaction was that of any Mother: assume the worst; my baby is in trouble!

By the time I called Dearly Beloved to straighten things out (and get my correct cell phone number,) I had fallen into "considerably-less -than-Beloved" status. The phone call was extremely brief, especially if the expletives are deleted.

I called the Roadside Lady back with my real cell number only to learn that she still had not called the towing people. Almost an hour has elapsed and we aren't even ringing the alarm bell yet! The procedure now is to call the tow truck. The tow truck then drives to the airport and picks up another car and necessary paperwork from my rental car agency which he then brings to me. We swap cars and I'm back on the road. Which is what happens, another hour later. I finally get to my hotel room at 2:30 AM with a 6 AM wake-up. Thank goodness it is only one leg back to Minneapolis that morning and then home to bed.



What you really want to know (besides the few who are scratching their heads and asking, "Is he really that much of an idiot?") is: WAS IT ALL WORTH IT? Well, OF COURSE IT WAS! What I acquired is one of the all-time great British games from the "teens" of the 20th Century. The game is called "Pickwick" and was manufactured by the Cressent Auto Machine Company of Gillingham, England. Photo "A" is a picture of the machine. The play is quite basic. You insert the



large British penny in the slot on the upper right. Pushing in the metal "finger" below the coin slot permits the coin to drop down the interior slide. This activates a mechanism that releases the two balls to the "ready" position as shown in

Photo "B." There are two knobs on the lower part of the

game. When the knob of the left is pulled down, one ball is released from "ready" into the "shoot" position as shown in Photo "C." The knob on the right is the spring-activated shooter that pops the ball up into the playfield.



Photo C

There are two winning cups. The first is a fixed position cup at the top. The second cup is movable, controlled by the slide bar visible on either side of the case. If you manage to catch a ball in either cup, you push in the lever on the lower left side of the case. A token is then dispensed into the cup just above the lever. The ball also returns to the playfield but on the left side of the release, requiring another coin to put it into play.

Several British companies made a "Pickwick" game and the machine resonates in English judicial history far beyond its personal boundaries. Starting in the mid-1800's, the English became terribly concerned about the perils of gambling and more specifically, games of chance. To prevent such societal corruption, they passed very strict laws prohibiting anything remotely resembling a payout game. All British games had to be either "amusement only" or "games of skill." As with any law, the manufacturers tried to get as close to the line as possible without stepping over. Who would decide where the line truly lay? Why, the judges of course.

And so it was that on "June 5, 1912 The Honorable Justice Scrutton, in the High Courts of Justice, King's Bench, decreed that the Pickwick was adjudged to be a GAME OF SKILL." That legal pronouncement, word for word, was then plastered on all future Pickwick games as well as a host of other game types, all in the hopes that the official sounding sticker would assist their games passing muster with the local constabulary. The smarter operators always paid off the locals whenever they could and kept the offending games in the back room when they could not. Even so, Justice Scrutton's "approval" is found on many surviving games from the early era of British coin-op. And it all started with the legal blessing of the Pickwick.



Photo D

There is one more feature of this game that I think merits mention. Although I have no firm proof, I believe that this Pickwick was manufactured to be a convertible game. By that, I mean that the Pickwick playfield was constructed so that it could be removed quickly and another perhaps more appealing (newer) playfield could be swapped in. Photo "D" is the playfield removed. There is one wing-nut on the bottom holding the game-field in place. An exchange of playfields would take less than one minute. All the other

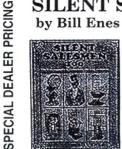
games that I own of similar play are constructed as unitary pieces, no modification allowed. If I am correct, the Cressent Auto Machine Company was certainly ahead of their time and the competition. Sadly, such brilliance did not forestall their demise and they went out of business in 1926.

And so ends this happy tale of the three P's: pigs, Pickwick and the poltergeist. Dearly Beloved and I are back on speaking terms and all is right with the world. I'd also like to think that I have learned a valuable lesson from it all: ditch that damn cell phone!

THE END

P.S. Next time we'll take a close look at three swinging French floozies who stormed the British shores in the 1930's. In the meantime, if you too would like to take me to task, drop a line at jp4@charter.net. Or better yet, call my cell.





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shares his optimism with us. Let's title this tale.....

STILL TO COME....



About 2001 or so I came across these return address labels and thought they would be a good way to get the word out that I'm "in the market" for slots.

Every letter that left my house had these mini ads attached to the return address portion of the envelope: Three cherries pictured over my address. Below my address was a simple statement: *Herb Weinfield Buys Old Slots 847-480-7860*.

I waited and waited and WAITED. Outside of a note from my dermatologist's secretary alerting me to a classified ad for an electronic machine, nothing....absolutely nothing.

The supply of labels was down to the last ten or so and I was debating whether to get more when the phone rang. "Herb, I didn't know that you collect old slot machines. I've got four".

On the other end of the line was an acquaintance and neighbor to whom I had sent a letter. He lives in Northbrook IL, about two miles from my home.

Fifteen minutes later, I was walking down the stairs to his basement and there they were!! Nothing rare or unusual, but four machines just sitting there, NOT BEING APPRECIATED. He told me they came out of a VFW club in Benton Harbor, Michigan. His uncle gave them to him.

I wish this TALE had a happy ending, but there is the problem of family not wanting to let go of "heirlooms". Currently I'm negotiating with the son. Maybe I'll get them, maybe not.

Whatever the outcome, I'm having a good time. And, I've also ordered more address labels.

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of the Mechanism
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Some Favorites



Berger OOMPAUL Circa 1899 Original condition 5 cent battery operated upright pay-out gambing floor model



Caille Bros. SIMPLEX Circa 1904 Electric shock model



Mills Novelty Co.
1 cent Postage Machine
Circa 1915
Aluminum and
oak construction



Exhibit Suply Co. 1941 RAMASEES 10 cent Fortune Teller



R.S. WHITE Early Judge Circa 1901 5 cent gambling floor model pay-out machine



Caille Bros. All Cast Iron OLYMPIA Circa 1904 5 cent operated puncher



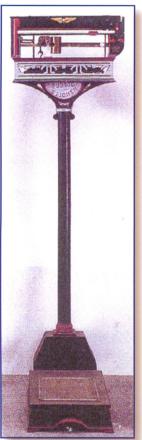
German Floor Model Cast Iron Chocolate Vender Very Early (1895) WAREN AUTOMAT Means vending machine used on train stations through out Europe



THE WITCH'S CAVE Made in Germany to be operated in England Circa 1905 Vends a fortune card for 2 English pennies

FEY-CAILLE BEAM SCALE (CIRCA 1912)

by Jim and Merlyn Collings



Charles Fey, who invented the 3-reel slot machine, also designed and patented this early beam scale (*photo 1*). The beam scale provided a more accurate weight than the spring scale. This cast iron bar scale was made in Fond Du Lac, Wisconsin and San Francisco, CA.

The scale was distributed by Wisconsin Pacific Scale Works. This early beam scale had certain disadvantages. The scale platform wasn't large enough and the pipe column was not large enough either. The scale could easily topple over by accident or by vandals. Secondly, the directions were quite complicated for the patron. Finally, the cardboard marquee sign which had the scale directions on it were often times stolen. This would lean to even

more confusion. The early marquee sign read: "<u>Did I Lose or Gain</u>" "<u>Do Not Drop Coin Before Balancing Both Weights.</u>" <u>Place Large Lower Weight in Notch Nearest Your Weight, Then Move Small Upper Weight to Make Beam Balance.</u> Drop Coin and Pull and Hold



DownHookWhileReadingWeight."PacificScaleWorks,FondDuLac,WI.SanFran-

cisco, CA (*photo* 2). This early Fey scale was known as the 1 Cent Pacific Public Weigher.

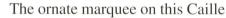
Charles Fey tried to improve his first beam scale by increasing the height from 64 inches to 74 inches, using a porcelain marquee with simpler directions, by using a heavier rectangular column and enlarging the footplate. The step by step directions now read: "Did I Lose or Gain?" 1st - Drop Coin - Pull Down Handle. 2nd - Balance Weights Until Arrows Meet, 3rd - Push Up Handle and Read Weights (photo 3, next column).

The Caille Brothers from Detroit, Michigan updated



the two earlier models designed by Charles Fey, by developing an even sturdier model (photo 4). This model has an ornate marquee, flowery de-

sign on the tapered column, an ornate footplate and a decorative design around the "Direction Window". All of the above are "earmarks" of Caille Bros.



Beam Scale has a mirror (16"x7"), instead of a set of directions. Many scales in the post WWI era had mirrors,



that would attract customers. The directions were further simplified by being engraved on the weights and embossed on the head (photo 5). These directions read as follows: on the large weight "First Lift - Place Point in Notch Nearest Your Weight" (the large

bar weight notches are 10 pounds apart.) The small weight says: "Balance With This Weight" (the small bar weight notches are in 1/4 pounds up to 10 pounds.) Embossed on the head above the coin entry is Drop Coin Here and Press Down Here. After the penny is dropped, it is important to hold down the lever until the small weight is adjusted so the arrows meet and balance. When the lever is released, the coin drops into the cash box and the weighing process is over. When the lever is in the locked position it prevents the patron from getting a free weight. Many times the levers were broken from people trying to get a free weight. A small reverse on glass sign reading: One Cent Stand Still While Weighing, with a fancy brass frame is lo-



cated on the lower left corner of the scale head. The scale is a little complicated but it does allow the patron to participate in the weighing process.

Caille Bros. also made this scale 10" taller than the early Fey Model (74"). The rectangular tapered column gives the scale more stability, and has a wonderful flowery design on the front (photo 6). The head and column are painted gold with brown pin-striping. This ornateness helps make the Caille version one of the most desirable beam scales ever made.

The cash box has a brass door near the bottom of the column, a brass door on the left side of the

head (for weight adjustment) as well as another brass locked door behind the head for maintaining the mechanism.

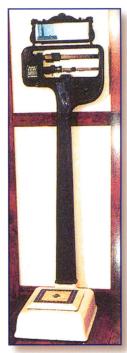
A unique feature of the Caille Beam Scale is its large platform and ornate footplate (*photo 7*). The white porcelain platform certainly gave it the strength and sturdiness it needed. The brass



footplate has five different designs on it. The embossing on the footplate reads: <u>Pacific Peerless Weighing Machine Co.</u> Another variation of the Caille Beam Scale footplate is made with a tile design (*photo 8*).

We feel that every scale or coinop collector should consider owning this handsome beam scale. When operational they are not only accurate but a real conversation piece.

Historical Note: Marshall Fey, grandson of Charles Fey, told us that his grandfather was in partnership with Billy Schmidt, and started the Wisconsin Novelty Co. They built a 3-way strength tester at John Watling's Facility in Chicago. Billy



Schmidt was from Fond Du Lac, WI and Charles Fey lived in Chicago for 2 years. This is where the beam scale was actually built because the slot machines were being destroyed in San Francisco and other places. Charles Fey decided to promote his beam scale instead. He went back to San Francisco and began the <u>Pacific Public Weigher Co. Thanks Marshall!</u>

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PAPA - CREATING A NEW MARKET?

By SANDY LECHTICK

If one were to gauge sex appeal by the collective number of "oohs and ahs" at the March 2007 Chi-Show, cagoland John Papa's "Mills Submarine Lung Tester" was certainly the sexiest machine and surprise hit. No other machine had this degree of the "Wow" factor.

Consider that by Saturday noon - the lung tester was completely sold out. The

handful that John was scheduled to complete by the November 2007 Chicagoland Show, were all spoken for. What I found equally interesting is that there was a distinct buzz around John's booth - and not just from experienced coin-op collectors or crazed arcade addicts, but also from "pedestrians", inexperienced coin-op aficionados, "newbies" and those in-between.

Perhaps gumball collectors were not as excited as arcade machine collectors. Perhaps pinball enthusiasts were not as bowled over. But for most, the visual impact of the machine, coupled with the fact that none are known to exist, plus the premise that Papa and his team had nothing to copy, no parts to reproduce, nothing to replicate, made this machine all the more intriguing. And those that didn't know anything about the historical backdrop were taken back by the total effect - the art work, the divers in action, the manner in which strong lungs brought them to the surface, and even the accompanying air bubbles - the overall top-down presentation all created a St. Charles stir.

In short, Papa's re-creation of a "Mills Submarine Lung Tester" was a stunning display of creativity and teamwork-theresearchers, fabricators, carpenters, wood finishers, machinists and artists - all who collectively



created something from nothing.

Keep in mind, this machine didn't just "pop up". The guy who pays the bills and who's looking to make a profit cannot operate in a vacuum. Guys like Papa are too smart for that. One doesn't just spend a bundle, set aside up front capital, make a really cool mouse trap and expect sophisticated and highly discriminating collectors

to come running with open checkbooks.

Put another way, effective marketing cannot be overlooked. Even before the show, the word was out that John was bringing something special. A small handful knew what that something was. Yes, a good marketer knows what will sell, has a pretty good idea for how much and when to stoke the ambers in the fireplace - so the flames peak at just the right time.

Thursday night close to midnight, the day before the dealer's preview, John and I were sitting at the bar schmoozing when the subject of a certain lung tester popped up. One thing led to another and John invited those of us who were closing the bar - Ken Rubin, Eddie Mazzola, Bob Pelligrini and myself to a "private preview". It wasn't so much a sales pitch, but more of a "what do you guys think?" Certainly we were all curious to see the creature from the unknown.

I kinda felt like we were on some secret C.I.A. mission in the dead of the night with our flashlights and surgical gloves. Kenny, one of the nation's foremost experts on coin-op and arcade machines, and author of Drop Coin Here was amazed what John had accomplished - not only did the lung tester look authentic, but commented that Papa had done such a fine job. I think

Rubin as well as Pelligrini and Mazolla were all genuinely impressed. Of course we couldn't see it work at night and there was certainly no water in the case. We would see it the following day, in the daylight and working.

When all is said and done, the combination of the "intrigue factor", viewing a remarkable likeness of an extremely rare and extinct machine, seeing it in action, plus the sheer uniqueness of this most unusual arcade device made me forget that it was after all a creation - and impossible to truly authenticate.

Historically, when a machine was replicated, (Uncle Sam; Tiger Pull; Love Tester, etc.) there was always, with very few exceptions, a "mech" available, or parts from another machine that could be hijacked. Other times the case was intact, or the inner workings were similar to another machine. There was always stuff to steal, borrow or copy. But with the Submarine Lung Tester, nothing existed except a dinky little two-inch diver, a Mills description and pictures.

THE FUTURE:

What does this all mean? What market exists for such a product? What can we expect as far as seeing more turn of the century machines designed and fabricated with 21st century technology?

- (A) This will not be the last machine built from scratch. Others may try their hand on one machine or another. Most, I think will fail or produce a product that simply does not measure up. The fact of the matter is that there simply are very, very few professionals with the talent, resources or experience of Papa's team. And if there is, especially one with a great idea, I would like to know. Mike Gorski and Gary Taplin are two exceptions. In fact, the number of great technicians who work on antique coin-op machines - and who really know their stuff is getting smaller and smaller.
- (B) There is a growing market for well-made reproductions and replicas, especially when the original is

impossible to get and/or commands a price tag with too many zeros. The article I wrote ("Original Machines, Reproductions and those In Between", C.O.C.A. magazine, June 2006) focused on Papa's Bow Front Electricity is Life and the growing market for original arcade machines, but also for outstanding replicas.

Whether you're discussing a repro of the Electricity is Life; the Submarine Lung Tester; Gorski Fortune Tellers or reproductions of any high-end machine, it is clear that unless the craftsmanship, artwork, wood treatment, mechanisms and overall presentation is first rate, the machine will get "Ho hums", not "oohs and ahs". Certainly, few discriminating collectors are going to buy someone's Frankensteinian mistake or be stuck with something with questionable market value.

- (C) Snob appeal will continue to play a role in purchase decisions, especially on a rare machine - original or reproduction. If the product is kept in small numbers, demand will exceed supply, prices kept high and resale strong. If the product is too plentiful, prices will stay low, and it will be next to impossible for any meaningful profit to be made by the creator or re-seller. Who wants to buy something and have the community whisper "what was he thinking?"
- (D) At the end of the day, Darwinian coin-op survival of the fittest will win out. Only the best examples priced right will prevail. What Gorski created and legitimized, what Gronowski expanded upon, what Papa has taken to new heights, will continue to impact growth and changes to our hobby - much to the consternation of some and gratitude from others. The way I see it, the market for great copies of anything truly collectible, whether classic vintage automobiles, Tiffany lamps or antique coin-op machines, will continue to grow. Bob Dillon was right when he said, "Things are a changin...."

Sandy Lechtick, a writer and historian (in his spare time) is also an avid collector of arcade machines, electrified mechanical automatons and motion advertising displays. Sandy's website is www.coinop4trade.com.

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"THE GUMBALL QUEEN"

BARBARA LARKS-TUCKER



When we were in a position to open up a business, (Marshall had been in many businesses, including the antique locksmithing business.) We chose a business he truly loved. From the day he started being interested in gumball machines, until the day he died, he truly loved what he did. I'm very happy to say that at least he

lived a life doing what he always wanted to do. When we would go to a show, there would be lines of people waiting to talk to him about a problem, to ask advice, or even to open up an old machine they couldn't do by themselves.

What happened was I began to ask people if I could help them because they all seemed so impatient in wanting to speak to him, and in some way or another I began selling the decals that we had in our collection. Through the years, Marshall bought up old decals from vendors. He collected them. Then he did the artwork on them and had them reproduced. He had the biggest inventory of decals in the world. I began to get more interested and knowledgeable about which decals went on which machines, so that I could help the people who were standing in line. When he died so suddenly, we had a store called The Gumball Warehouse; it was huge. Anyone who knew Marshall knew that he was an absolute saver and keeper of things. We had walls and shelves filled with machines and parts and basements that were so filled you could hardly walk in them.

When he passed away, I had to dispose of the business. When it broke up into pieces, people came from all over the country to buy the parts, the machines, and whatever else we had. Anything that had to do with gumball collecting, I decided to keep for the decal mail order business. As it happened, the day that he passed away he was on his way to make a catalog that I now use. All I did was take over from where he left off. I had the catalog published. Inside, there are over 250 decals. I have added some new ones and I change the price guide every year. I am very proud of what I have been able to continue from Marshall. I want to maintain it because I don't want anybody to ever forget what he did. He was truly a pioneer in the gumball machine business.

Maybe the Lord works in strange ways because it has kept me in touch with the other coin-operated folks who were so kind and good to me. I always feel as if Marshall will never really die and everyone will know of him because of the decals that I sell and the fact that I do what I do. I do the coin-op show at Pheasant Run; I used to go to California, but it became too costly and too difficult for me to do that by myself. I really enjoy it; for a brief time in my life, I feel as if I am in the business with Marshall that he stared.

It is now time to take a different road. My many friends that I have seen at the shows will be sadly missed. It's time for somebody younger and with the same enthusiasm as Marshall to take over. I have since sold the entire business to Scott Tidbal. I hope Scott has as much fun as we did!

FOR SALE

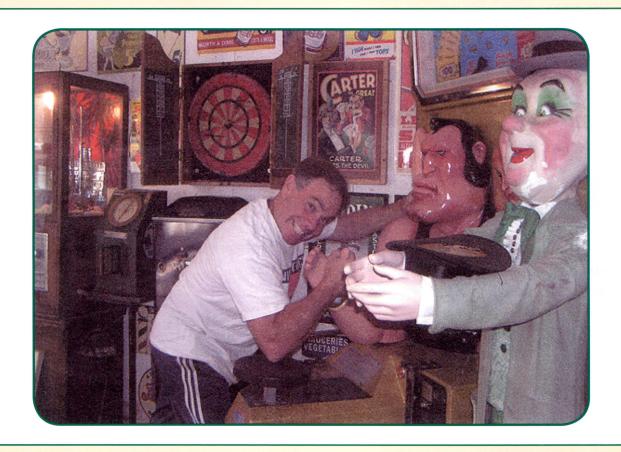
Williams Music Mite Juke Box, Coin-Op Exercise Bike 1950s Soda Fountains, Traffic Lights, 39 in 1 Video 33, 45, 78 rpm Record Players - Kiddie Rides

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- 7) Horse Racing Games

Some Collectors Look Only for Super Rare Stuff.....

I Look for Interesting, Different & Unusual - From Any Year!



A Little Something Extra







The Story of Early Chewing Gum Premiums -- Roger Smith

You don't get the girl! only the parasol.

"Anyone can make chewing gum, the secret is to sell it." - William Wrigley, Jr.



William Wrigley
Jr. had been the
star soap salesman for his father's soap
company for
many years, and

he came to Chicago in 1891 with \$32 in his pocket to open up a new market and provide a living for his new bride. When Wrigley sold soap for his father in Ohio and Pennsylvania, he hit on the idea of providing retailers with a premium, which they could keep or give to the customers. This idea played upon greed, a perceived sense of partnership and 'a little something extra' that could set Wrigley and the products he sold apart for others on the market.

In Pennsylvania, sales of soap had been somewhat flat – there were lots of competing brands and well-established buying pat-

terns. He went to Lancaster, Pennsylvania and arranged to buy a lot of umbrellas, at eighty-five cents each. He then raised the retail price of the soap to ten cents a cake, raised the price to the jobber (distributor) to \$3.34 a case, and with every case gave free, as a premium, on umbrella. The scheme worked. (This idea would eventually lead Wrigley to become the largest dis-

tributor of premiums in the world.)

His premiums, both successes and absolute failures, were



many and varied, reflecting the tastes of the Gay Nineties. They ranged from women's purses to store fixtures, from fancy goods to cheap flatware. One of Wrigley's premium successes was a cookbook featuring recipes using baking powder, given away as a premium with the 50-cent baking powder tins. (He had used a cookbook as a premium with soap when he was in Philadelphia, and he had the cookbooks printed with a price of \$1.00 on the back despite the fact that they were to be used as premiums, giving them the appearance of added value.) At its peak, Wrigley was sending out 50,000 cookbooks a month.

Baking powder was a relatively new product and while there were many producters and products on the market, baking



powder was easy to manufacture and had a high profit margin. Wrigley, with the help of his wife, began testing various products to look for one that he could use as a premium or repackage under his own brand. The supplier questioned his frequent purchases, received an unvarnished appraisal of the

(many) failings of his product, and ended up partnering with Wrigley to market a better brand. Made by the firm of Puhl & Webb, Spa and Blue Seal baking powders made their appearance, at first as a soap premium and rapidly as products on their own.

The baking powder and cookbook were such successes for Wrigley that in 1892 he dropped selling soap all together. As yet another premium Wrigley offered two packs of spruce or paraffin chewing gum with each ten-cent baking powder can. In another instance, when he offered sets of

colored glass jars to use as premiums, Mr. Wrigley sought advice from Thomas J. Webb (of Phul & Webb) and decided to fill the jars with chewing gum (a Phul & Webb product). Soon the premium was the product, and within the year gum was the only product Wrigley offered.

To find a maker for his gum, William Wrigley first went to speak to Jonathan P. Primley, the owner of the young and successful gum company located at 1519 Wabash Ave, in Chicago. Mr. Primley kept the impatient William waiting for ten minutes something the always-punctual Wrigley did not like. Wrigley stormed out loudly announcing that he would look elsewhere for his needs and approached the Zeno Gum Company, a manufacturer of paraffin gum, to make his product from the chicle base. "Vassar", "Sweet 16", and "Lotta Gum" were Wrigley's first offerings with "Spearmint" and "Juicy Fruit" being introduced in 1893.

Getting a foothold



Despite somewhat superior products, times were tough and competition in the chewing gum market was great. Getting a foothold in the chewing gum business was not easy. Existing companies offered products that were

then better known than Wrigley brands. In 1899, the six largest companies merged to

form what was known as "the chewing gum trust," (American Chicle) and this combination meant very serious competition for the developing Wrigley business. (Mr. Wrigley was offered a chance to join the trust, but he chose to go his own way.) Several times the young company was on the verge of going under but continued to resist the "trust hegemony."

Mr. Wrigley continued the use of premiums to encourage merchants to stock his products. He knew that his customers would be more likely to carry Wrigley's chewing gum

if they received a little "something for nothing." Mr. Wrigley expanded his premium offers to include items ranging from lamps to razors to scales. These offers grew to be so successful that he published premium catalogs



to assist his customers in their selection.

Setting a trend



Wrigley wasn't the only one to offer premiums to boost sales. The very first commercial manufacturer of (spruce) chewing gum, Curtis & Sons, Co., of Portland, Maine, followed Wrigley's lead and put put a "Catalog of Valuable Premiums that listed items that ranges from cuff links and shaving sets to

various pocket watches. Unlike the premiums that Wrigley offered that went to the retailer, Curtis' premiums were offered directly to the consumer who collected wrappers which, in the proper quantities, could be exchanged for the goods. Blue Ribbon Gum, Ten Crown, Kis-me, Advo Gum (manufactured by McCord-Brady Co, Omaha, Nebraska), Smyrna and many others offered this type of premium.

Wrigley tended to advertise his premiums through fliers distributed to distributors, jobbers and directly to retailers. Others, such as JT Crecelius & Co, Louisville, KY manufacturers of Golden's Honey Tolu

Chewing Gum, placed advertisements in publications, such as the Confectioners' Journal (1889 shown) for



"Golden's Honey Tolu Chewing Gum" showing a small trunk free with Honey Tolu and another premium for a song sheet for "Hello, Bab-by, Here's your daddy" given with "Picaninny Tolu."

Large and small gum manufactures joined in the premium boom. Primley's gum offered "Primley's Quadruple plate tea set offer, Warranted to wear ten years, The fact that J.P. Primley Manufacturer of California Fruit Gum makes this offer is sufficient guarantee of its quality." An 1890's Primley's advertisement from St. Nicholas magazine shows a black porter carrying an arm load of gum, contained a poem about the gum and a premium offer.



LE West

The (relatively) small midwestern distributor of chewing gum, L.E. West of Rockford, Illinois, offered a 64 page catalogue, "West's Mammoth Gum Wrapper Catalogue of Premium Goods, given in

exchange for wrappers taken from West's Celebrated Chewing Gum, Consisting of watches, watch chains,

rings, jewelry of all kinds, mandolins, guitars, violins, cameras, fine silverware, puzzles, toys and many other useful and or-



namental articles." It would seem that even the idea of sex selling is not new, since West even offered an "Art Studies" premium.



LE West's selection of bracelets

A common premium by a number of companies was the oil lamp. In the 18th century, the central burner lamp was invented, which was a major improvement in lamp design. This change meant that the fuel source was now tightly enclosed in a metal housing, and a adjustable metal tube was used to control the intensity of the fuel



burning and intensity of the light. Around the same time, glass chimneys were added to lamps to both protect the flame and control the flow of air to the flame. The kerosene lamps offered by Wrigley (and others) were or-

nate and decorative as befitted the decor of the time. Some of the premium fliers were even poster-size.

While most of the premiums offered by the various companies tended to be for 'con-

sumer goods' some were for more exotic goods. Cheese slicers, coffee grinders, grocer's display cases and freight hand carts. One company, Groves, even offered an office safe that could be customized with the customer's name.



Whether it has been coal stoves or baseball cards, premiums have helped to sell chewing gum from the very beginning.

UPCOMING COCA EVENTS

July 27-29 COCA National Convention Phoenix, Arizona Dave Cook, 623-780-2665

Local Gatherings
All members are welcome to attend. Please call the host to make a reservation. Space may be limited. Please bring a side dish or dessert.

Saturday, July 7, 11:30-2 PM - Rich Wolfin Carlstadt, New Jersey 800-624-8746 Saturday, August 4 - Crystal & Thomas Lucier San Pedro, California 310-833-2389 Sunday, September 9 - Al Demetruk Youngstown, Ohio 330-792-5658 Saturday, September 15 - Bill Petrochuk Chapel Hill, North Carolina 919-304-4455 Saturday, September 29 - Mark Ernster Cedarburg, Wisconsin 262-675-0497 Sunday, October 14 - Sandy Lechtick Woodland Hills, California 818-712-9700

Check the COCA website (coinopclub.org) for more updates. If you would like to host a gathering in your area please call Bill Petrochuk 919-304-4455. We are also seeking hosts for 2008.

Fall Membership Meeting

Friday November 9, 7 PM Hilton Garden Inn, St Charles IL.

Election of officers will take place at this meeting. Your attendance will be greatly appreciated.

The nominating committee has submitted the following selections.

President- Bill Petrochuk, North Carolina Vice President- Marsha Blau, Wisconsin **Treasurer- Doug Cain, Ohio** Recording Secretary- Lester Aaron, California

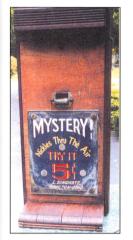
The term of office will be from Jan.1, 2008 - Dec 31, 2009

Anyone who has been an active member for two years or more is eligible to run for office. Any member interested in running for office should contact the nominating committee (Alex Warschaw, Paul Hindin or Frank DeMayo). Nominations will also be accepted from the floor.

Mills Whatheheckisit?

It is not a Gambling Device or Trade Stimulator

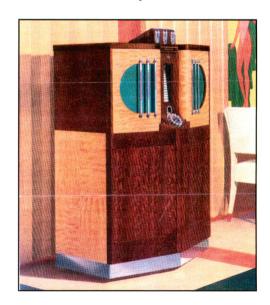
by Bill Butterfield



It is a Mills Radio Control Box. which is an accessory for the Mills Do Re Mi jukebox of 1936. In common jukebox parlance this is a "stroller", which acts as a sort of portable wall box or remote selector. Rather than mount a wall box in each booth at a location. this stroller would be moved from booth to booth by a pretty young girl who would entice the patrons to make a selection from the jukebox using this (then) interesting

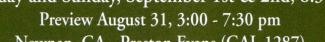
technology. It is non-selective; in other words, putting a nickel in just gets you the next record in sequence on the phonograph. It worked via FM radio signals and required a special piece of equipment inside the jukebox to receive the signal. I have seen perhaps 5 or 6 of these over the years - jukebox people consider them scarce, but at the same time not of extreme value. A friend of mine who has one of these strollers has been trying to find the required unit for his Do Re Mi jukebox for about twenty years with no luck.

If it was a Wurlitzer stroller made a few years later, it would be worth perhaps 10 times the value of the Mills unit to an advanced Wurlitzer collector. Wurlitzer made two strollers in the early 1940's.





Labor Day Weekend Saturday and Sunday, September 1st & 2nd, 8:30 am





The word BEST used 50 times would not be enough to describe the condition of these items.

We are sorry that we cannot picture the upright slot machines and other interesting items that are still in our warehouse in SD. We have many Wurlitzers and lots of other important items that will sell. They will appear on our website later: www.prestonopportunities.com

More details and items will be in our color brochure available in late July. Refer to this ad and receive one for \$15 or two for \$25. Cost applies to auction purchases. Preston Evans, 31 Redbud Trail, Newnan, GA 30263. Phone: 770-502-0028.

Opportunities Estate Auction - Newnan, Georgia Saturday and Sunday, September 1st & 2nd, 8:30 am Preview August 31, 3:00 - 7:30 pm



We have chosen to show many items from the estate of our late friend whose name we may not divulge. The items and their condition speak volumes.

VIEW THESE ITEMS AND MORE AT:

www.prestonopportunities.com

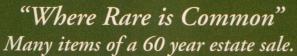
















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FOR SALE: Reproduction copies of the following items:

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2) Marquee playfield for PEO & GOTTLIEB countertop baseball games - \$25. each.

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Jack Freund, P.O. Box 4, Springfield, WI 53176 or Email: jbgum@msn.com

FOR SALE: Beautiful copy of the original Mansfield Mirrored Marquee with clip-on attachment. Complete your machine and greatly increase the value. Total cost with priority shipping and insurance is \$199.95.

Paul Hindin, 3712 West Scenic Ave., Mequon, WI 53092;

Phone: (262) 242-3131 or (414) 559-9681 or

Email: BedVibr8or@aol.com; SEE ME AT: drcoinop.com

FOR SALE: Just picked up 32 issues of Marketplace Magazines. Most are 1977, some earlier...loaded with photos, prices, information and much more of early pinballs, slot, trade stimulators, vending machines and arcade machines. Great resource and a lot of fun to read. Price is \$10. each plus \$2. shipping each....or \$299. to any of the Cont. U.S. Paul Hindin, 3712 West Scenic Ave., Mequon, WI 53092; Phone: (262) 242-3131 or (414) 559-9681 or Email: BedVibr8or@aol.com; **SEE ME AT: drcoinop.com**

FOR SALE: Replacement back doors for both the short case Pulver and the Yellow Zeno machines. Pulver doors, \$125. and Zeno \$100. Very limited. Free shipping in U.S. Paul Hindin, 3712 West Scenic Ave., Mequon, WI 53092; Phone: (262) 242-3131 or (414) 559-9681 or Email: BedVibr8or@aol.com SEE ME AT: drcoinop.com

WANTED: HAVE CASH, WILL TRAVEL. COLLECTOR LOOKING TO PURCHASE EARLY VENDING, GUMBALL AND PEANUT MACHINES AND UNUSUAL COUNTERTOP MACHINES. ALSO LOOKING TO BUY SPORTS RELATED COUNTER MACHINES. TOP CASH PAID. Paul Hindin, 3712 West Scenic Ave., Mequon, WI 53092; Phone: (262) 242-3131 or (414) 559-9681 or Email: BedVibr8or@aol.com SEE ME AT: drcoinop.com

WANTED: Golf Ball Slot and Kitty Slot Machine. Also buying German, French and English choc. and gum machines. Paul Hindin, 3712 West Scenic Ave., Mequon, WI 53092; Phone: (262) 242-3131 or (414) 559-9681 or Email: BedVibr8or@aol.com SEE ME AT: drcoinop.com

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Contact: Mark Bennett, P.O. Box 691 Roscoe, PA 15477. Phone (724) 350-9711. Email: bnnmarben@msn.com.

PAYING TOP DOLLAR for Counter Top Cigar Cutters. Only interested in cutters that advertise cigars, both single and double cut, with or without lamps.

Contact: Paul Hindin, (414) 559-9681 or

Email: BedVibr8or@aol.com

FOR SALE: 1) Individual keys available for Columbus barrel locks --\$6.00 each. Pulver keys (including 2A, 3A, 6A, 10A and 11A)--\$7.00 each. All keys are re-cut, not original. 2) COLUMBUS globe gaskets--\$2.50 each (will fit many other machines also.) Please indicate if you want top or bottom gasket. BONUS--Receive a free extra all purpose gasket with the purchase of three or more Columbus gaskets. All prices plus postage.

Jack Freund, P.O. Box 4, Springfield, WI 53176;

Jack Freund, P.O. Box 4, Springfield, WI 53176; Phone: (262) 203-0036 or Email: jbgum@msn.com

FOR SALE: 25 cent Columbia De Luxe matching numbers. 5 cent Mills F.O.K. mint vendor tin fortune reel strips. 5 cent Jennings Dixie Bell. 5 cent Pace Bantam, 5, 10, & 25 cent Mills Hi-Tops.

Contact: T.J. Lucier (310) 833-2389 or Email: jackietar3@yahoo.com

FOR SALE: 1930's Watling Fortune Scale, original \$600. 1930's Exhibit Supply Vitalizer \$400. Love Tester, American Amusement reproduction \$2000. Estrella Fortune Teller, American Amusement reproduction \$5000. Tony Monkey Organ Grinder, cranks organ, taps foot, plays tape, oak case \$1500. Trade Stimulators: Baby Puritan \$650 or Liberty \$400.

Call Barbara Oldenburg (425) 746-5563

WANTED: Dog and mechanism for shoot the bear. Call: Jeff Halpert (216) 470-4360 or Email: JaHalpertDPM@aol.com

FOR SALE: (1) Mills 5 cent mechanism - clean, nice reel strips, plays well, ready to slip into your low top case \$650. (2) Mills Factory Metal Stand - 29" tall, 16-1/4" wide, 16" deep, original black paint with Mills Owl on front \$300. (3) Mills 10 cent machine, called "The Mint", front door chrome-hinges open to remove, mechanism plays and pays out, but needs paint and some chrome, good project machine \$395.

(4) Watling 25 cent Roll-A-Top - absolutely original old style, great wood and frames, plays well, mint vendors, No. 1 and No. 2 jack pots, all castings perfect, removeable eagle, horn of plenty-chrom, original factory decals in excellent condition, needs minimum work, aluminum polish paint and horn chrome to be a real show piece \$4500 Contact Bill Jones (210) 344-3352 104 TwinLeaf, San Antonio, Texas 78213

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